

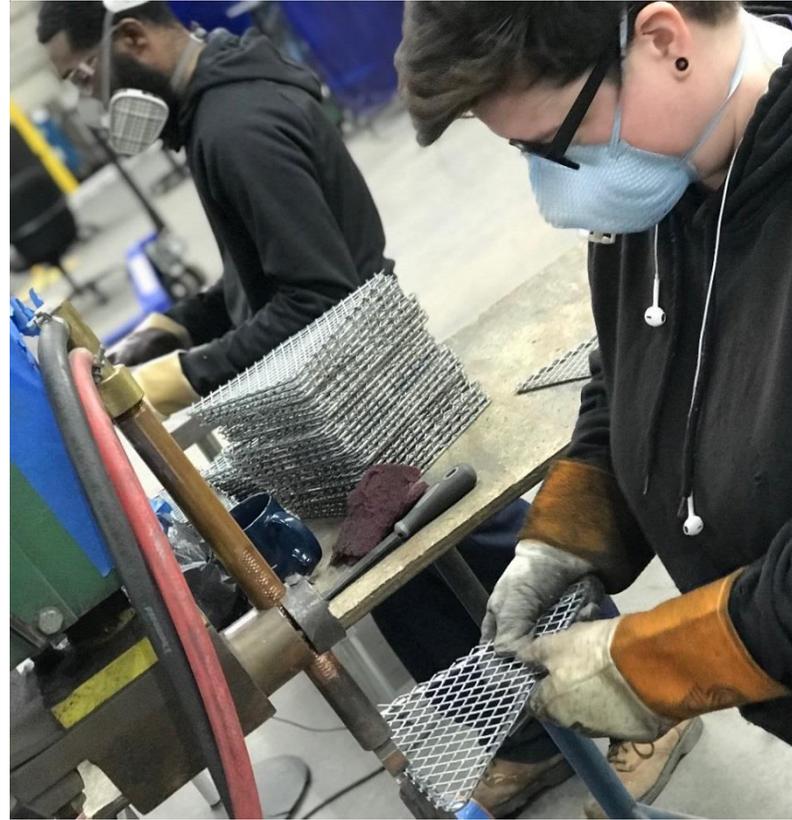
Governor's Workforce Development Board

Drew Greenblatt, President, Marlin Steel

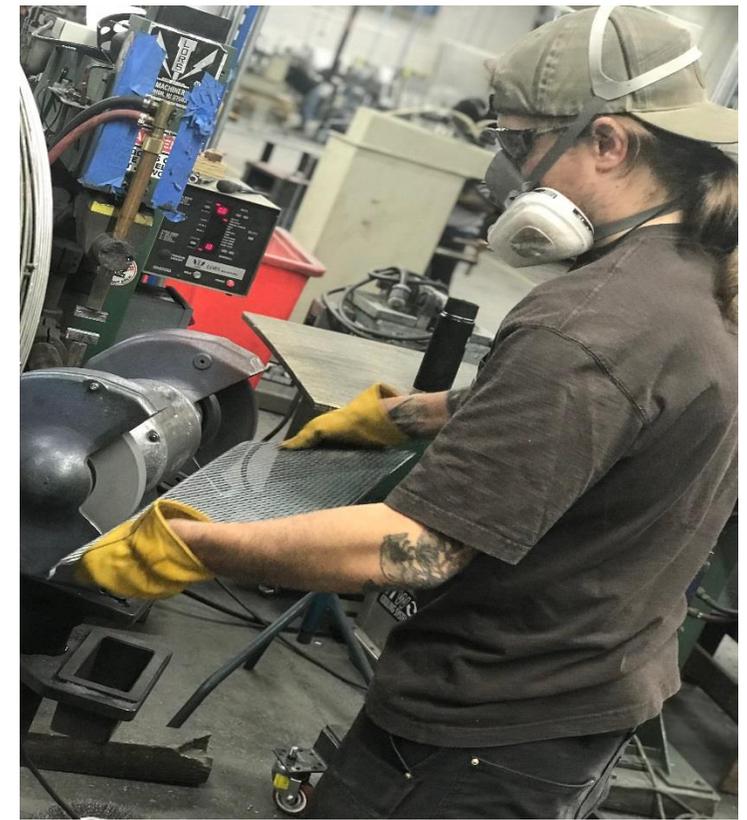




Josh Dunlap
Welder



Caroline Cotton
Machine Operator



Stephen Hart
Machine Operator

New Full Time Employees



Jerry Allen
Laser Operator



Greg Holland
Fixture Engineer



Doug Bittner
Maintenance Tech.

New Full Time Employees



LASER
Cuts 87 Feet Per Minute (16m/min)
Cuts 8.4" (213mm) Thick Steel
V (150mm) x 10" (250mm)
Steel Size
2500kw LASER
Made in CT

MARLIN
Steel Wire Products
www.SteelFabrication.com


SHARP
Safety & Health Achievement
Recognition Program
Consultation: An OSHA Cooperative Program

Maryland Manufacturing Jobs

Over the next decade, nearly 3½ million manufacturing jobs will be needed 2 million are expected to go unfilled due to the skills gap.

(Source: Deloitte and the Manufacturing Institute)

Maryland Manufacturing Jobs

80 percent of manufacturers report a moderate or serious shortage of qualified applicants for skilled and highly-skilled production positions.

(Source: Deloitte and the Manufacturing Institute)





Maryland Manufacturing Facts

Manufacturers in Maryland account for 5.57 percent of the total output in the state, employing 4.0 percent of the workforce. Total output from manufacturing was \$20.25 billion in 2015. In addition, there were 106,800 manufacturing employees in Maryland in 2016, with an average annual compensation of \$84,265 in 2015.

Manufacturing Output and Firms

Total Manufacturing Output (<i>\$billions, 2015</i>)	\$20.25
(<i>Percent share of total gross state product</i>)	5.57%

Manufacturing Firms in Maryland (<i>2014</i>)	2,860
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Employment and Compensation

Manufacturing Employment (<i>2016</i>)	106,800
(<i>Percent share of nonfarm employment</i>)	4.0%

Average Annual Compensation (<i>Manufacturing, 2015</i>)	\$84,265
(<i>Nonfarm Businesses, 2015</i>)	\$56,369

Sources: U.S. Bureau of Economic Analysis and the U.S. Census Bureau

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Figure 1: Maryland Manufacturing Output, in Billions of Dollars, 2005–2015

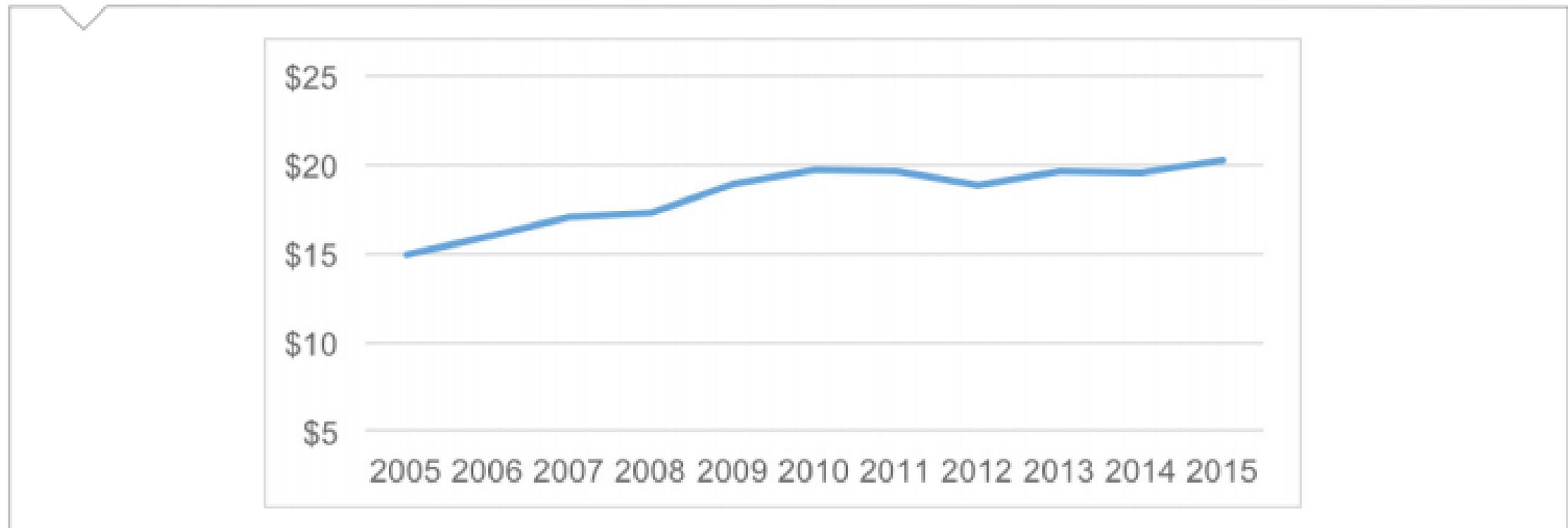
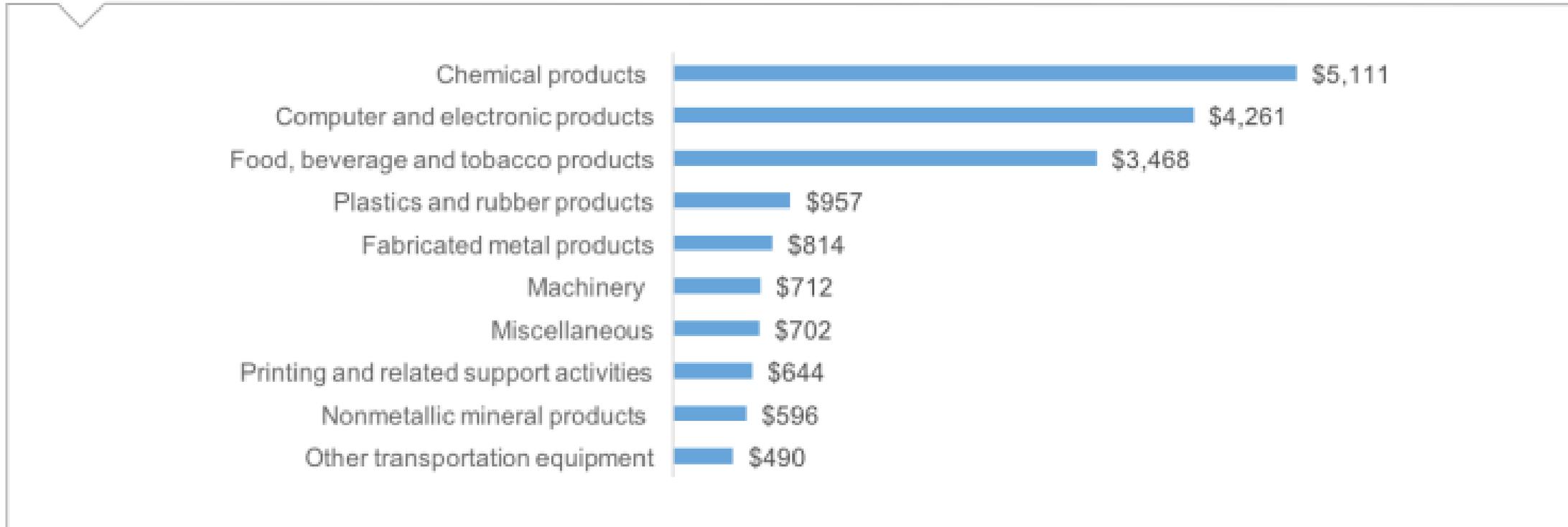


Figure 2: Top 10 Maryland Manufacturing Sectors, in Millions of Dollars, 2014



Revised March 2017

Maryland Export Facts

Manufacturers help to drive Maryland's economy, with \$8.48 billion in manufactured goods exports in 2016. That same year, \$3.00 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and 13.20 percent of its employment stemmed from exports in 2011. Small businesses comprised 88.0 percent of all exporters in Maryland.

Manufactured Goods Exports (*\$billions, 2016*) \$8.48
(*Percent share of total goods exports*) 91.03%

U.S. Jobs Supported by Goods Exports (*2015*) 46,385

Employment from Manufacturing Exports
(*Export share of manufacturing jobs, 2011*) 13.20%

Small Business Share of Total Exporters (*2015*) 88.0%

Manufactured Goods to Free Trade
Agreement Partners (*\$billions, 2016*) \$3.00
(*Percent of total exports, 2016*) 35.44%

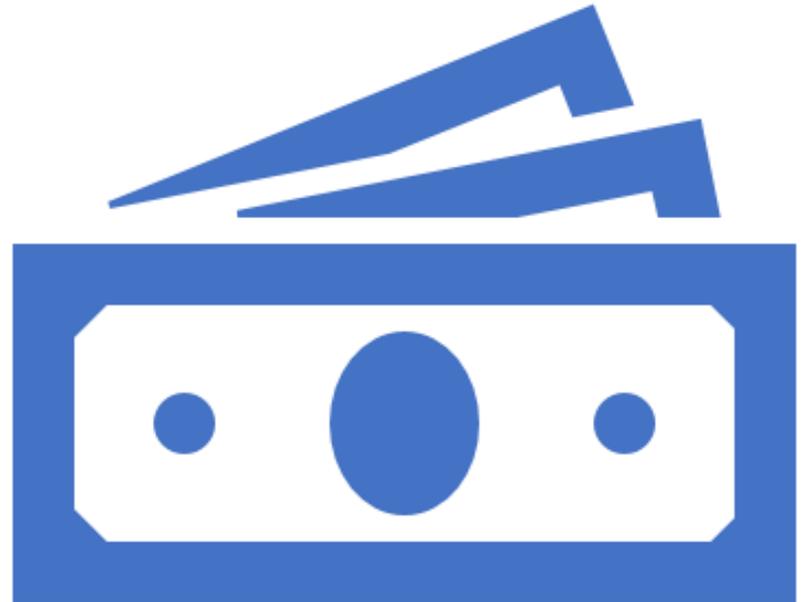
Total Manufactured Goods Exports
to Canada and Mexico (*\$billions, 2016*) \$1.80
(*Percent of total exports, 2016*) 21.23%

Top Five Export Markets (*Percent of total
manufactured goods exports, 2015*) 38.17%

- Canada (16.45%)
- Saudi Arabia (6.24%)
- United Kingdom (6.00%)
- Mexico (4.77%)
- Germany (4.70%)

Tax Reform

- Instant Expensing
- Repatriation
- Tax Cuts for C Corps and Pass Throughs



Infrastructure



- \$1 trillion
- Builder
- Name on Things

Trade

TPP
Multilateral
vs Bilateral

Nafta

- Domestic Content
- Rates
- IPR

Regulations

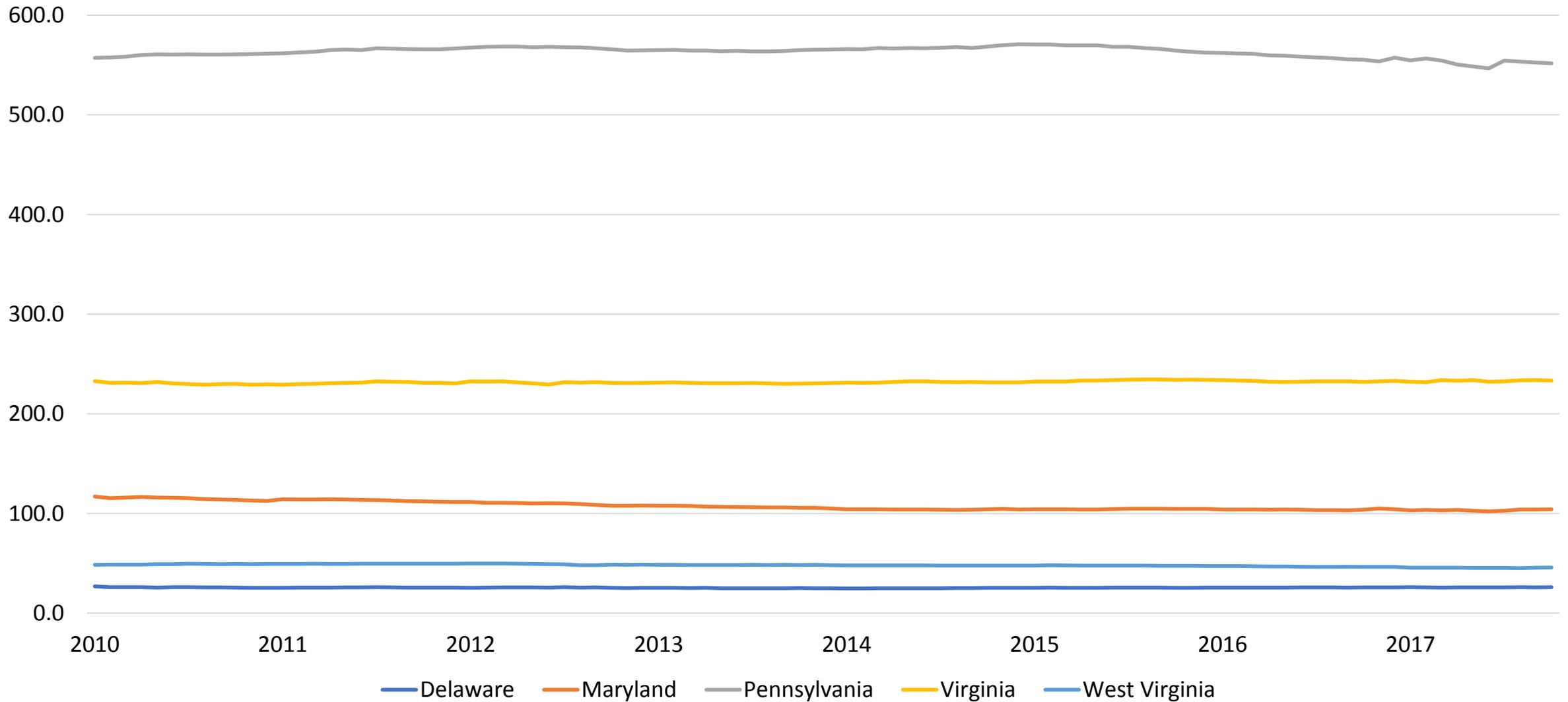
10:1 Cut back

Dakota
Pipeline,
Keystone

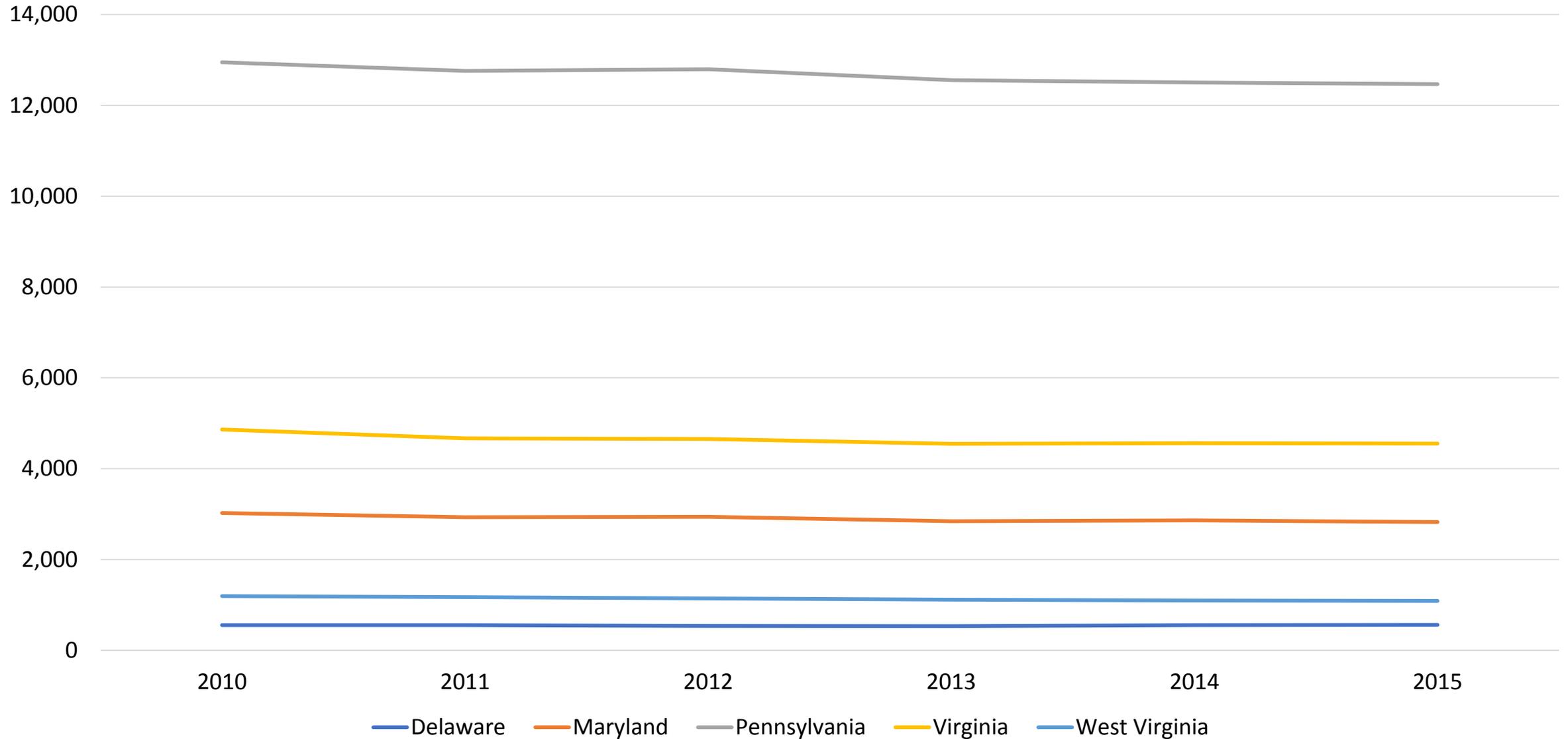
Judges – not
just Gorsuch

Manufacturing Employment by State, 2010-2017

(in Thousands of Employees, Seasonally Adjusted)



Number of Manufacturing Firms by State, 2010-2015



Does Manufacturing Still Matter?



HIGH PERFORMANCE SCREENERS
"Who We Are,
What We Do,
w We Do it Matters!"

Paint
Department

For every **\$1.00** spent in manufacturing, another **\$1.89** is added to the economy

Prevent an Injury

Manufacturing Does Matter

83%

of Americans believe manufacturing is **very important to economic prosperity**

Americans support manufacturing job creation.



Ranked #1
by parents of school age children, Gen X, and those familiar with the industry

76%

of Americans believe the US should further invest in manufacturing.

Americans have a positive perception about *future* manufacturing jobs...

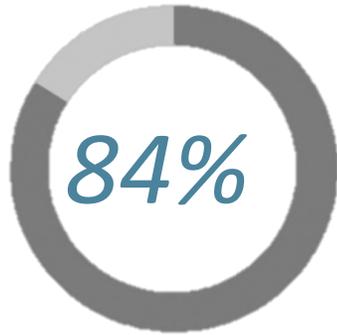
88% Require technical skills and expertise

81% cleaner and safer

77% require less manual labor

77% more innovating

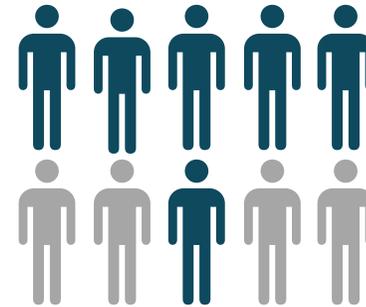
Filling Jobs Is Difficult...



of executives surveyed agree there is a **talent shortage in U.S. manufacturing**

SIX out of TEN

open skilled production positions
are unfilled due to talent shortage



even when

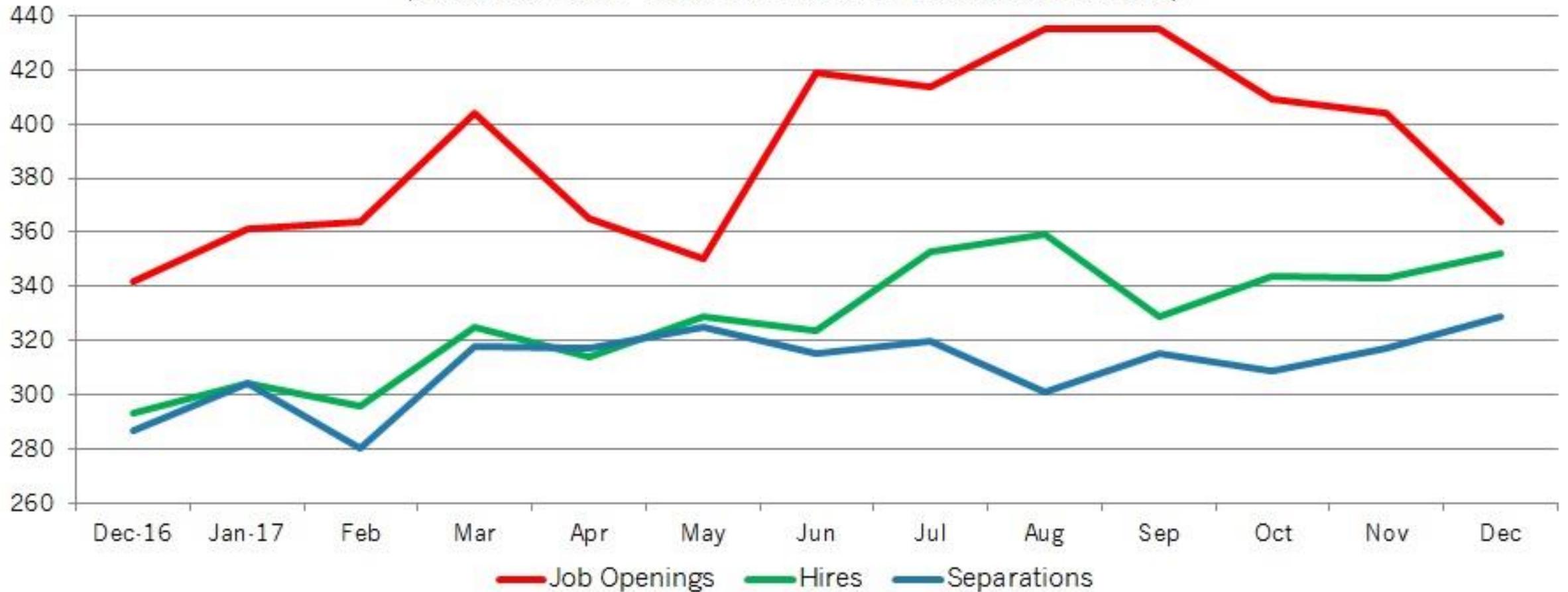
80%

of manufacturers are **willing to pay more than the market rates**

364,000 Manufacturing Job Openings

Manufacturing Job Openings, Hires and Separations

(December 2016 – December 2017, in thousands of workers)



...And It's Going to Get More Difficult

2.7M baby boomer retirements

+ 700K manufacturing jobs expected from economic expansion

3.4M manufacturing jobs are likely to be needed by 2025

– 1.4M jobs are likely to be filled

2M jobs unfilled due to the skills gap

The opportunity...

Programs would increase interest in manufacturing

67%

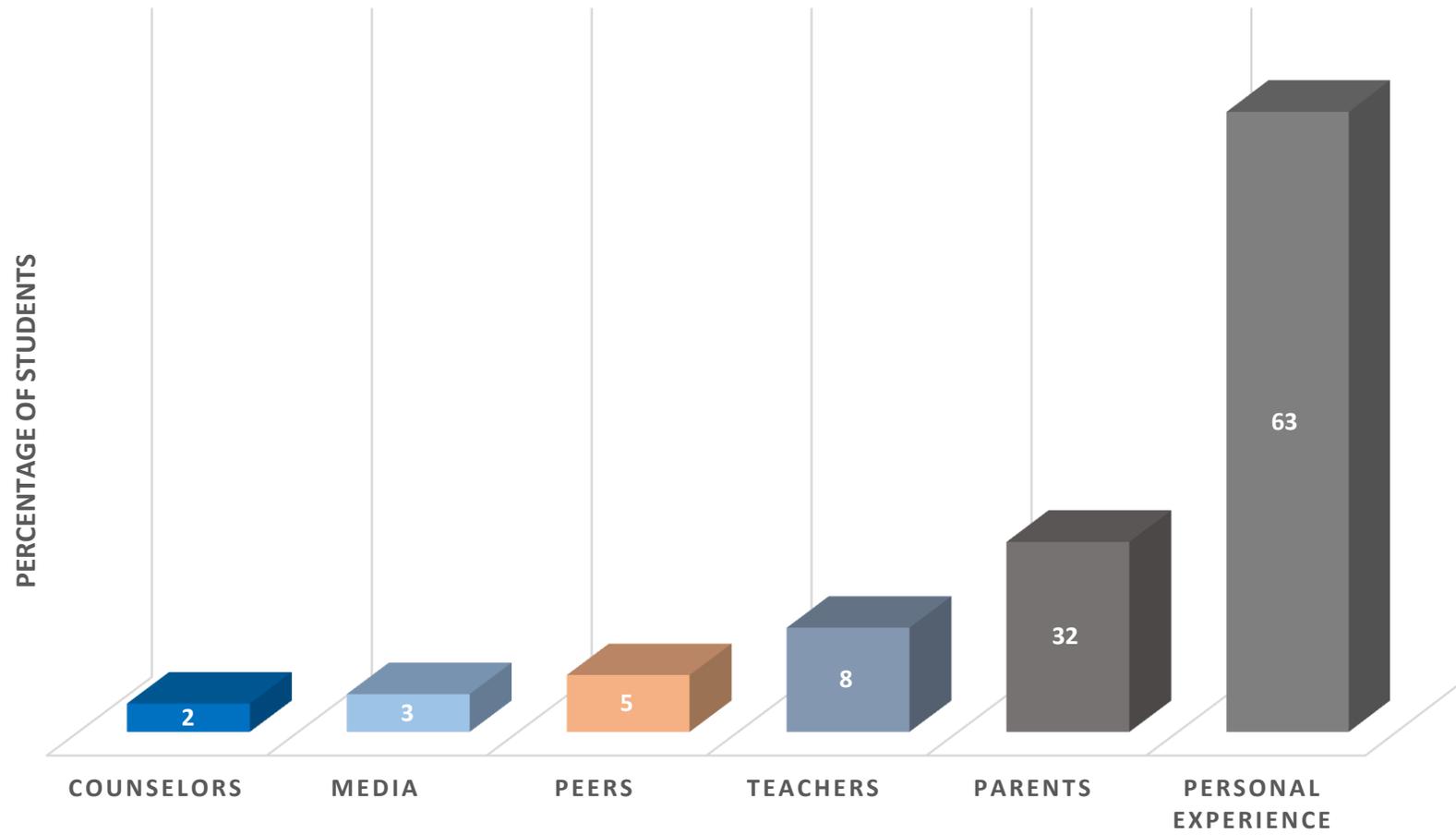
Internships, work study or apprenticeship

62%

Certification or degree programs for manufacturing skills training

**Those familiar with manufacturing are 2x as likely
to encourage children to pursue it**

What Influences Careers?



Dream It. Do It.

Goal: Exposing students to manufacturing and creating the manufacturing experience

dream it. DO IT.
Inspiring the Next Generation: A Toolkit to Engaging Students in STEM Pathways and Manufacturing Careers

DIDI500

Original Creators: ENACTUS club, St. Bonaventure University, as well as Mia Prognos, Jamie Zarris, Rachel Carro, Andrew Polster, Elizabeth McGary, Vinny Russo, Kathleen Mann and Dr. Todd Palmer

Type of Activity: Competition

Budget Range: \$1,500 - \$3,500

dream it. DO IT.
Inspiring the Next Generation: A Toolkit to Engaging Students in STEM Pathways and Manufacturing Careers

VIDEO COMPETITION

Original Creators: Connecticut Center for Advanced Technology, Inc.

Type of Activity: Competition

dream it. DO IT.
Inspiring the Next Generation: A Toolkit to Engaging Students in STEM Pathways and Manufacturing Careers

YOUNG MANUFACTURERS ACADEMY

Original Creators: Connecticut Center for Advanced Technology, Inc.

Target Audience: Middle School Students

With support from: WINDWARD BUSINESS FOUNDATION

Type of Activity: Students STEM program, primarily summer camps, though applicable for both in-school after-school implementation

Dream It, Do It, Location: Connecticut

Budget Range: \$10,000-\$15,000

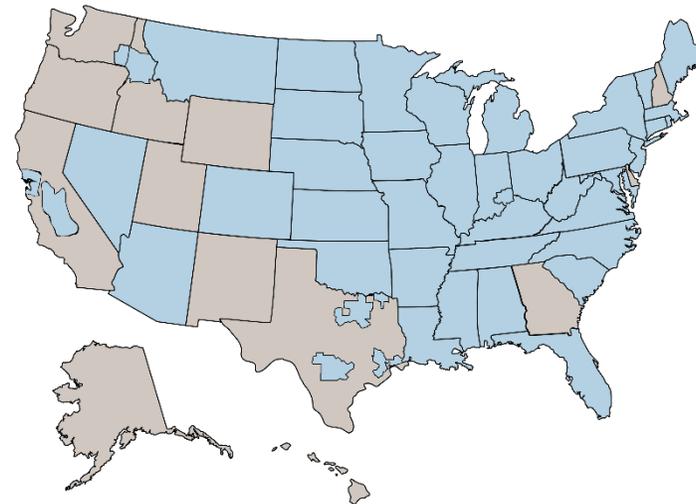
Difficulty: Hard

Synopsis: The Young Manufacturers Academy introduces middle grade students to all facets of the manufacturing industry through hands-on activities and simulation-based learning, travel to industry locations for on-site interaction with manufacturers, and a mock Career Fair capstone event.

Students engage in realistic manufacturing workplace scenarios that introduce them to leadership, problem-solving, critical thinking, efficiency, competition, collaboration, customer service, and other skills needed for success in the global economy.

Students complete a portfolio of completed engineering and manufacturing projects involving parachutes, bridges, futuristic cars, robot programs, and carnival rides.

www.dream-it-doi.com www.themanufacturinggradit.itk.org



dream it. DO IT.
CREATING THE MANUFACTURING EXPERIENCE FOR THE NEXT GENERATION

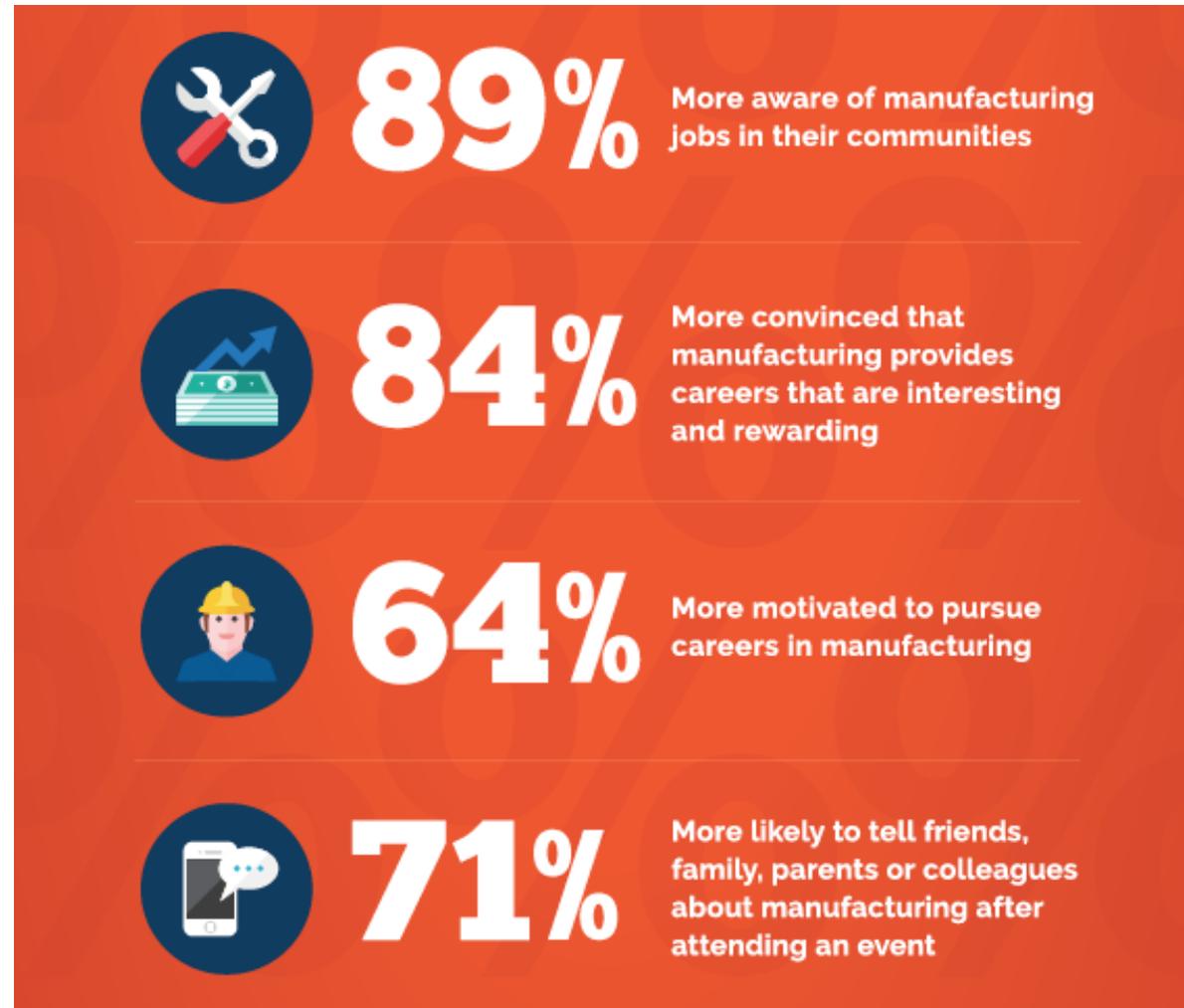


MEFG DAY

October 5, 2018



MFG DAY Impact



STEP Ahead

Goal:

1. Honor leadership
2. Celebrate careers
3. Develop a more diverse workforce
4. Ensure new opportunities
5. Inspire the next generation
6. Showcase *impact*



- The Institute has honored **672 women** in manufacturing.
- STEP Ahead Award winners have impacted more than **300,000 individuals**, from peers in the industry to school-aged children.

★ ★ ★

HEROES MAKE AMERICA

★ ★ ★



What is Heroes MAKE America?

HMA is an accelerated 10-week training program, held 4 times a year, at Fort Riley. Each class will have a maximum of 30 service members. Training program helps them acquire industry specific skills and certifications needed to be successful in a manufacturing career.

Participants will earn:

- 14 college credits
- 9 industry-specific certifications
- CPT Plus Certificate
- Certificate of Competition from the Manufacturing Institute
- Manufacturing career training inclusive of a personal finance course, Strengths Finder Assessment, resume and cover letter review, and interview prep
- Manufacturing plant tours, networking opportunities, live interviews
- Graduation ceremony

Fort Riley Participant Demographics



24- 29 years old



4-8 years in the military



Private First Class to Staff Sergeant

Manufacturing MOS's

Maintenance, Machining, Welding, Production,
Logistics

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WWW.MARLINWIRE.COM

Thank you

